

The Helen Delich Bentley Port of Baltimore

MARCH/APRIL 2009



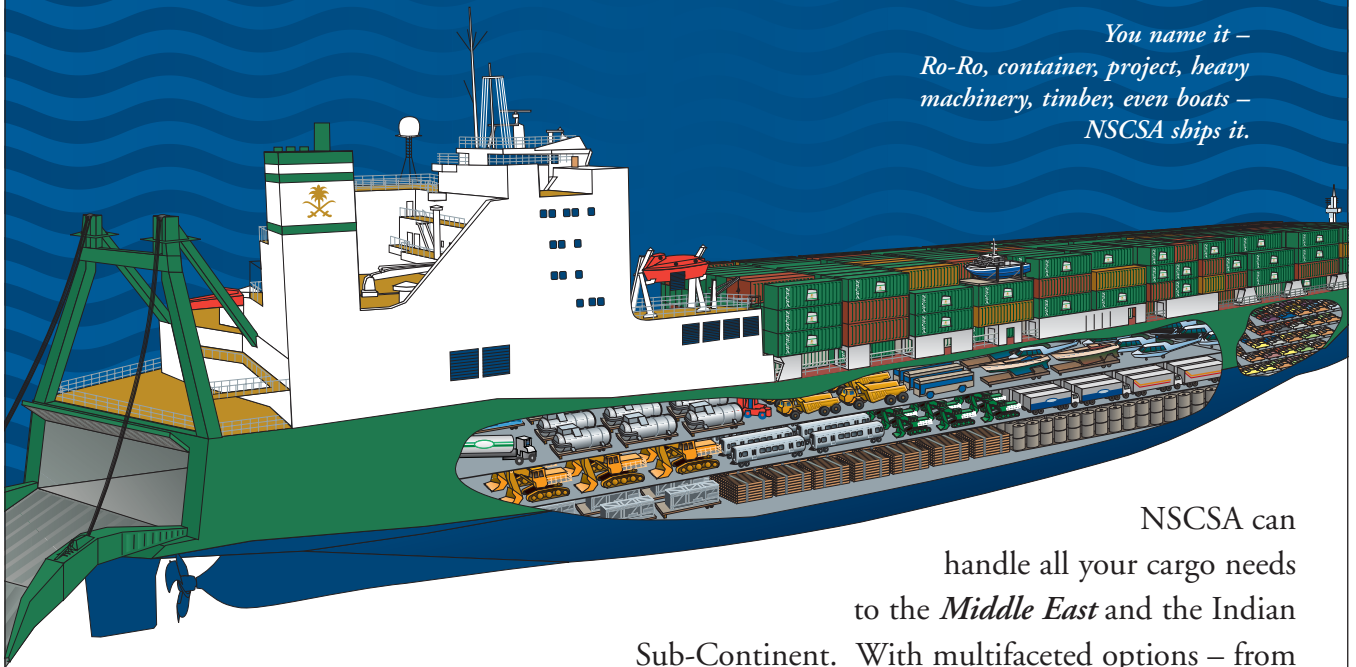
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Filling Up With Doughnut Mix

COVER: The arrival of sleek, new automobiles at the Port of Baltimore always creates a buzz around the Mercedes-Benz Vehicle Preparation Center.
Photography by Kathy Bergren Smith.



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 Last year, we saw a historic downturn in our economic picture. In our businesses and personal lives, in our local communities, in our states and on the national and international scale, we have all been affected in some way by the seismic shifts in our economy. Fluctuating gas prices, the mortgage crises and a depressed stock market are just some of the ripple effects that we have seen. In the maritime business, ports are seeing dips in cargo tonnage. Shipping lines are laying up vessels and

commodities is proving to be a great assistance during this downturn. The Port of Baltimore still enjoys strong market position in autos, roll-on/roll-off, forest products and containers. Our unique geographic advantage of being the closest East Coast port to the U.S. Midwest, combined with being located in the fourth-largest consumer market, makes us better prepared to navigate these troubled waters.

Eventually, the economy will rebound! The flow of maritime commerce will soon return and grow.

Solidarity **During The Downturn**

exercising more restraint on new builds, signing new contracts and adding more services.

We are certainly optimistic that the federal economic stimulus legislation will help create jobs, inspire industry and get our economy moving again. However, for at least the remainder of 2009, we must all brace ourselves and prepare for more truly challenging times ahead.

At the Port of Baltimore, there is a silver lining. While some of our own commodities are being affected by these difficult times, our business strategy of cargo diversity and a focus on targeted

Until that time, we must join together as the Port of Baltimore and continue to show our solidarity through support for each other and through the quality of work that has made us one of the nation's outstanding ports.



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port



TUGBOAT SERVICE

Vane Adds First in New Class of Tugs

Vane Brothers, a century-old Port of Baltimore service provider, recently introduced the first of a new class of tugboats to its fleet. The *Sassafras* is one of six new boats on order from Chesapeake Shipbuilding in Salisbury, Md. Measuring 94 ft. x 32 ft. x 13 ft., the boat is the first significant tugboat built in the state since 1965.

"Maryland still has some of the finest craftsmen, welders, pipe fitters and ship-building people in the country, and I think the tug *Sassafras* is testimony to that," said Jim Demske, Vane's Senior Port Captain.

Now based on a modern campus in the Fairfield waterfront, Vane Brothers has deep roots in the Port of Baltimore. Founded as a chandlery in Fells Point, the company has grown to provide essential port services in lightering, bunkering and marine safety. With facilities in Philadelphia and Norfolk in addition to Baltimore, Vane operates one of the largest marine transportation fleets in the region. Fourteen new tugs and



JIM DEMSKE

nearly two-dozen new barges are flying the Vane flag as the company proceeds with an ambitious building program.

The *Sassafras* is already at work moving oil up and down the Chesapeake Bay and along the U.S. East Coast. She will soon be joined by the next boat in the class, *Elk River*. 🌐

NEWSMAKERS

World War II Tank Takes Ocean Voyage Back Home

Six decades after finding its way into a museum on a Maryland military base, a Czechoslovakian tank from World War II made the long sea journey back home to Prague.

Dartrans, Inc., an international freight forwarder based in Baltimore, followed the progress of the light-weight, heavy-duty LT-35 tank as it moved last September from pick-up at the U.S. Army Ordnance Museum-Aberdeen Proving Ground, to loading on the Atlantic Container Line's *Atlantic Companion* at the Port of Baltimore.

The tank was then transloaded in the port of Hamburg, Germany, en route to its final destination — the Prague Military Museum. Representatives from the Embassy of the Czech Republic and the Prague museum were on hand in Baltimore to supervise the process, which was reported in European newspapers and on Czech Republic television.

The tank, said to be one of only four remaining examples of the LT-35 in the world, had been on American soil since 1945, but the Embassy of the Czech Republic recently requested that the U.S. Army return the tank. The unveiling was said to have taken place in Prague on November 11, the Czech Republic's Veterans' Day. 🌐



NEWSMAKERS

Legislators Get Personal Port Report

Members of the Maryland State Legislature were able to tour the Port of Baltimore without leaving Annapolis at the 13th Annual Legislative Reception sponsored by the Baltimore Port Alliance (BPA). Stakeholders from every aspect of port operations were on hand January 29 at the Governor Calvert House

to explain the importance of the Port to the state's economy.

Maryland Transportation Secretary John D. Porcari and Maryland Port Administration Executive Director James J. White joined BPA Chairman Rupert Denney in welcoming the lawmakers to the event and encouraging them to peruse the many Port-related displays. Michael E. Busch, Speaker of the Maryland House of Delegates, acknowledged the BPA's role in the Port's contributions to the state. 🌐



From left: Sen. Andy Harris and McAllister Towing's Capt. Mike Reagoso; Anne Ferro of the Maryland Motor Truck Association and Del. Brian McHale; Helen Delich Bentley with Rukert Terminals' Andrew Nixon and Del. Virginia Clagett; House Speaker Michael Busch with Del. Brian McHale and Maryland Transportation Secretary John D. Porcari; and Del. John Donoghue with MPA Executive Director James J. White, George "Bud" Nixon of the Baltimore Port Alliance, Moran Towing's Paul Swensen and MPA retiree Lou LoBianco.

KATHY BERGREN SMITH

BUSINESS OPENING

Vandegrift Forwarding Company Inc. Opens New Office in Baltimore

Vandegrift Forwarding Co., Inc. (VFI), a leading provider of customs clearance and supply chain management solutions, has opened a new regional office in Baltimore.

"The opening in Baltimore is part of our ongoing expansion to provide a complete service option in the strategic locations which will better serve our client base," said Mitchel R. Scher, President and CEO of VFI and Vandegrift Logistics Company. "In this regard, Baltimore will be a key location for our client's inland distribution centers. We very much look forward to the enhanced service levels Baltimore will provide to our expanding network of offices."

Mark Zeitlin joined the firm as National Operations Manager and is overseeing VFI's Baltimore branch. Zeitlin, a third-generation customs broker, brings 25 years of experience and technical expertise to the Vandegrift team.

The new office address is One North Charles Street, Suite 1103, and the phone number is 410-230-0373. For further information on VFI services, go online at www.vandegriftinc.com. 🌐



COURTESY OF ABERDEEN PROVING GROUND

SHIPPING

Nordana Adds Another Stop in Libya:

Nordana expanded its service to Libya in January, with the addition of calls to the port of Misurata. This additional port call began with the voyage of the *M/S Silkeborg*, which made a stop at the Port of Baltimore before arriving at Misurata in February.

Nordana has been operating regular roll-on/roll-off and breakbulk service from the United States into North Africa for more than 50 years. When trade relations re-opened between the U.S. and Libya in 2004 after a lapse of almost 20 years, Nordana was the first carrier to return with regular, direct service.

The port of Misurata is called on all sailings to Libya with a frequency of 17 to 18 days. Nordana also serves the Libyan ports of Benghazi, Marsa El Brega and Tripoli.

ACL and Grimaldi Take RO/RO Service to Beirut:

Atlantic Container Line and its parent company, the Grimaldi Group, have introduced a weekly roll-on/roll-off service from the United States and Canada to Beirut, Lebanon. The service began in December and operates with fixed day-of-the-week calls by ACL at the Port of Baltimore's Dundalk Marine Terminal on Thursdays.

The ACL G-3 vessels are the largest in the world, with a capacity for 1,500 cars and 500 oversized vehicles. All shipments are tracked by ACL's modern computer system to speed documentation and shipment status information.

Special East Coast North American Sailing for BBC:

BBC Chartering USA, LLC, recently undertook a special East Coast North American sailing. Cargo loaded onto the *M/V BBC Karan* at the Port of Baltimore and three other North American ports is being discharged at West Coast South American ports in Ecuador, Peru and Chile.

Tema, Ghana, Becomes Part of Höegh Autoliners Rotation:

Höegh Autoliners, Inc. announced in December the start of twice-monthly direct calls at Tema, Ghana, in its West African trade lane. The first vessel calling Tema was the Höegh *Trubadour*.

"Our research and customer interaction indicated to us that this is a prudent addition to our rotation," said James Perduto, Vice President, Marketing for Höegh Autoliners. "We believe that Tema will prove to be a positive move for us and enhance our customer service."

Tema has joined the West African discharge ports of Lagos, Cotonou and Lome on a service that includes the Port of Baltimore.

WWL Brings Weekly North America-Oceania Service:

Wallenius Wilhelmsen Logistics (WWL) has increased its ocean service from the Americas to Oceania from three to four sailings per month. The four monthly calls have been scheduled into a regular weekly service, further enhancing access into and out of Oceania and other key global markets linked to the Port of Baltimore.

The increase in service to Oceania is in response to the needs of manufacturers and shippers of new and used heavy equipment, and automakers who depend on frequent and flexible transport solutions.

"With a regular and more frequent service to Oceania, our customers are better positioned to take advantage of every uptick in demand with improved cost-effectiveness," said John Felitto, Executive Vice President for WWL's Region Americas. 🌐



KATHY BERGEN SMITH

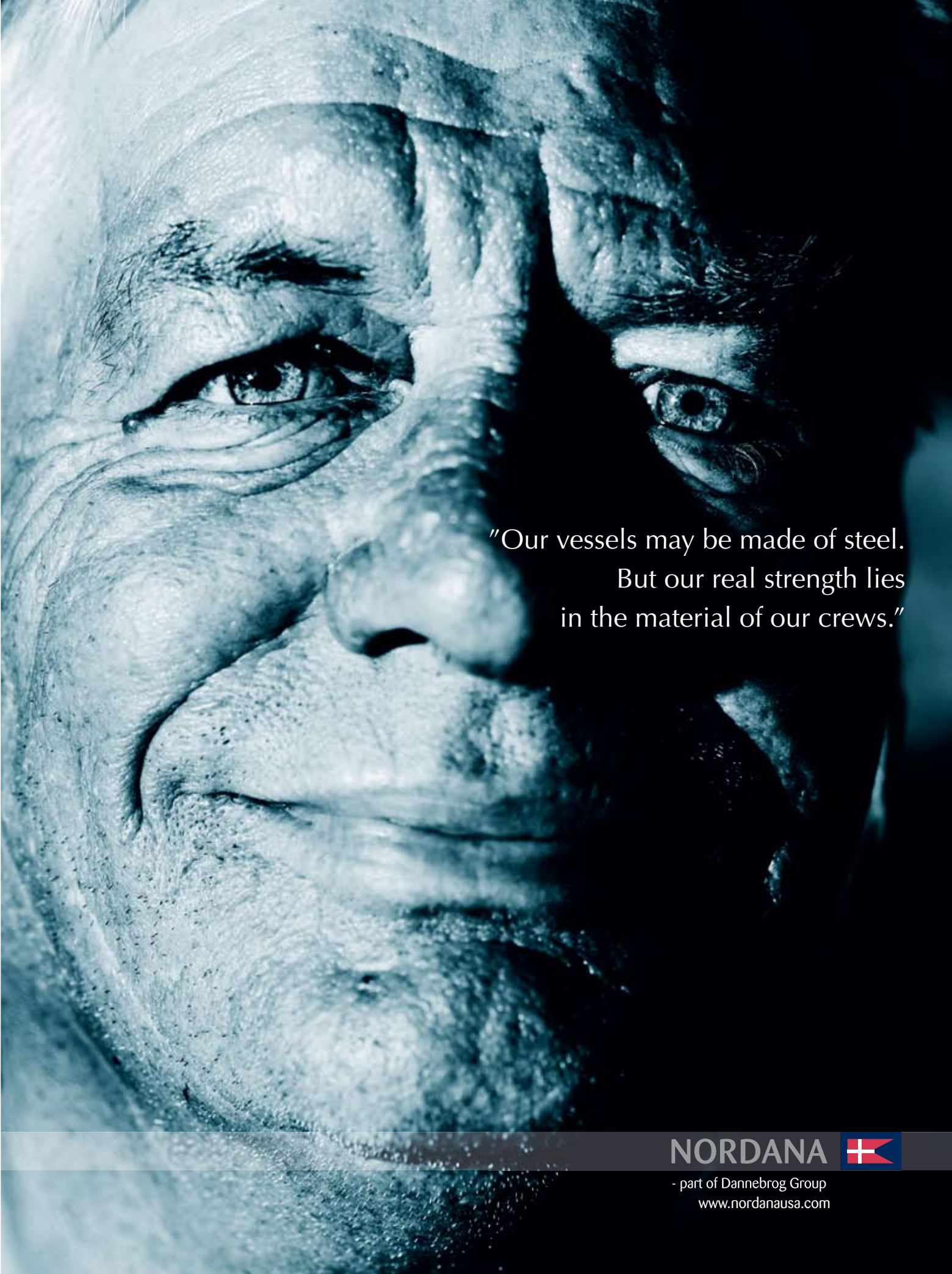
NEWSMAKERS

Around-the-World Auto Trip Rolls Through Baltimore

Fredrik Persson and his father, Alf, decided to take a driving trip last summer in spite of — or perhaps because of — rising gas prices. Their destination? Just about everywhere across the globe.

Seeking to show the world that fuel-efficient vehicles are available and economical, the Perssons left their homes in Stockholm, Sweden, in May, drove through Finland and across Russia, and then boarded a ship for Japan. From there, they boarded another ship for the United States. They returned in August, averaging 58 to 64 miles to a gallon of diesel in their Skoda Fabia, a Swedish car.

Their American leg took the Perssons from the Port of Long Beach, Calif., to Baltimore, where Fredrik loaded the car onto a Wallenius Wilhelmsen ship bound for Belgium and the last leg of the nearly 14,000-mile journey. 🌐



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in the material of our crews."

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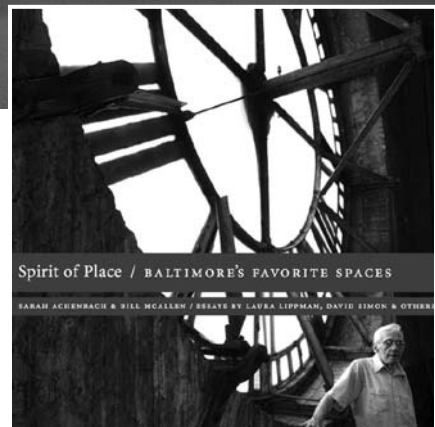
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LITERATURE

Spirit of Maritime Traditions Captured Among *Baltimore's Favorite Spaces*

From a clock tower high above the city and the once-bustling grandeur of the U.S. Custom House Call Room to the expansive Seagirt Marine Terminal, the charms of Charm City's architecture are captured in the recently released *Spirit of Place/Baltimore's Favorite Spaces* (\$29.95, 130 pages), by Sarah Achenbach and Bill McAllen.

McAllen has been a photographer around the Port and for the Maryland Port Administration since 2000. As told through his lens, entertaining essays and interviews with 58 Baltimoreans such as former Congresswoman Helen Delich Bentley and Baltimore Maritime Exchange General Manager David Stambaugh, *Spirit of Place* pays homage to both the character of the city and the characters who have shaped it. The book is available for purchase online at www.charmcitypublishing.com and from retailers throughout the region. 🌐



PHOTOGRAPHY BY BILL MCALLEN

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SAFETY

National Attention For CBP Pest Interception

Agriculture specialists in the Baltimore Field Office of U.S. Customs and Border Protection were recently able to claim the distinction of catching two firsts.

They have confirmed that a weevil interception at the Port of Baltimore on Dec. 15 was the first-ever interception of an *Aulacobaris coerulea* in the United States, according to the U.S. Department of Agriculture's pest identifier database. The weevil, which was detected in a shipping container of Italian ceramic tiles, is described as a quarantine-significant pest that has the potential to cause extensive economical damage to plant and horticultural industries.

Additionally, the USDA identifier database confirmed that a second pest interception on Dec. 15 was the first discovery of a *Paromys* seed bug in the CBP Baltimore Field Office area. The Baltimore Field Office covers seaports and airports in Southern New Jersey, most of Pennsylvania, Delaware, Maryland and Northern Virginia. The *Paromys* seed bug was also detected in a shipment of Italian ceramic tiles.

"CBP agriculture specialists take their jobs of protecting American agriculture very seriously, and each pest interception is a little victory of sorts," said James Swanson, CBP Port Director for the Port of Baltimore. "But a first-in-nation discovery brings equal parts celebration and concern. Just like any scientist or explorer, it's always a career milestone to be the first CBP agriculture specialist to discover something unique, but at the same time we realize that we have to remain vigilant in order to prevent these types of foreign plant pests from being introduced into the United States."

CBP issued an Emergency Action Notification and the shipments were fumigated to eradicate further threat. 🌐



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EDUCATION

Nonprofit Gets \$10,000 Award

Living Classrooms Foundation, a nonprofit group with deep maritime ties in Baltimore, recently received a \$10,000 grant from Tourism Cares.

While providing education and job training (with a special emphasis on at-risk youth), the Foundation utilizes maritime settings around the National Historic Seaport of Baltimore, including the *USS Constellation* Historic Ships Museum, which serves more than 150,000 visitors and school children annually. Other programs involve the U.S. Coast Guard Cutter *Taney*, Lightship *Chesapeake* and U.S. Submarine *Torsk*.

According to James Piper Bond, President and CEO of the Living Classrooms Foundation, the Tourism Cares/Aegon USA Special Grant is being used to "support the important tourism effort with our historic ships in the Inner Harbor and our education and workforce development programming for youth." 🌐

LOGISTICS

Bowman Goes To Logimax

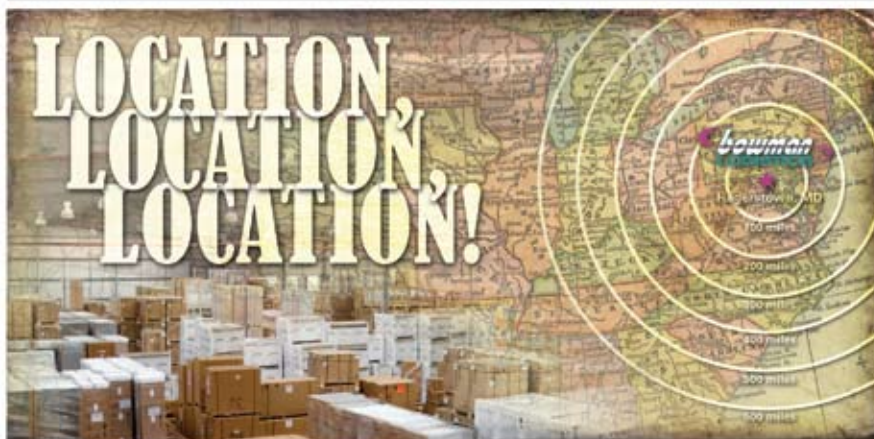
Bowman Logistics, a Williamsport, Md.-based division of D.M. Bowman, Inc., has implemented a warehouse management system known as Logimax.

"Previously, an outside research firm gave us high marks for good customer service and business process," said Chief Logistics Officer David Ebner. "With Logimax efficiently automating our warehouse, enabling bar coding, integrating into our accounting system and extending our EDI capabilities, we've implemented the technology to turn our great service into a great competitive advantage."

Ebner added, "While we've been traditionally focused on transportation, we see the opportunities available in our warehousing business. The result is that we're turning manual work into cost-competitive revenue. And, internally, we have more accurate data and better visibility for decision-making." 🌐



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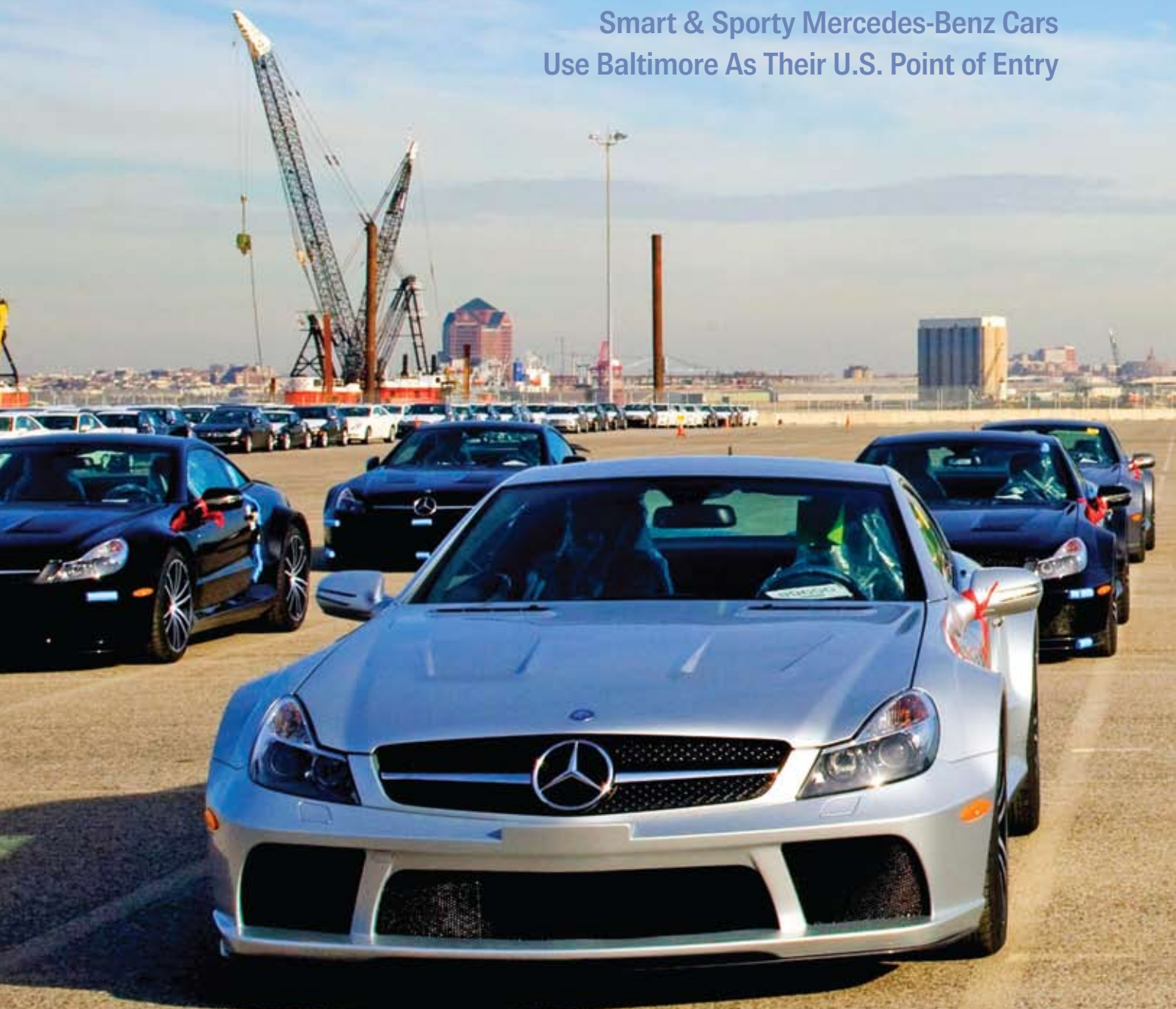
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The Keys to High Performance

Smart & Sporty Mercedes-Benz Cars
Use Baltimore As Their U.S. Point of Entry



The Mercedes-Benz Vehicle Preparation Center at the Port of Baltimore is a busy place, handling nearly 100,000 vehicles annually. But when the first of the sexy, new SL 65 Black Series sport sedans arrived in December, the buzz was blaring. For Mercedes-Benz aficionados, these cars represent the newest and most high-performance offering from the company's AMG racecar subsidiary.

"Everyone wants to see these cars," said Ted Boudalis, Department Manager of the Baltimore VPC. "It is as if Christmas came early around here."

Boudalis' phone rang constantly with calls from his Mercedes-Benz USA colleagues and dealers eager to know if the cars made it to the center safely and when they would be ready for their American debut. The keys to the first SL 65 Black Series to drive off the ship sparkled on Boudalis' desk, and the car itself, looking like a silver panther ready to pounce,

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH





THEN ...

In January 1886, Karl Benz patented the first automobile. To prove the reliability of the Benz Patent Motor Car, Benz's wife Bertha drove the vehicle on a publicity tour.

... AND NOW

In January 2008, smart fortwo cars went on sale in the United States. Two smart cars can fit in a single parking space.

was safely parked outside his window.

Of course, Mercedes-Benz is no stranger to causing a buzz with its automobile unveilings, whether those automobiles are just coming off a ship in Baltimore or displayed in glittery showrooms around the world. This year, the limited edition SL 65 Black Series (with a rarified sticker price well into six figures) is one of two new models arriving at the Port. The other, the GLK, is a sport

utility vehicle more suited to families, but at the VPC it gets the same attention to detail that makes a Mercedes-Benz ... well ... a Mercedes-Benz.

"Most manufacturers use a third-party vehicle processing company," said Boudalis, "We are one of only a few companies that perform our own preparation."

Roughly half of all American Mercedes-Benz dealers receive their vehicles from the Baltimore VPC. The dockside center in Fairfield — a sleek, state-of-the-art facility emblazoned with the famous three-pointed star logo — is a direct link to the factory.

"We are the first point of entry for the vehicles coming into the U.S.," said Paul Violante, supervisor of operations at the VPC. "We are first to check them out and ensure that we are delivering the high-quality product that the Mercedes-Benz customer expects."

Violante said that the VPC staff works closely with the factory to be sure that the company's exacting standards are met and any issues are resolved before a vehicle leaves the Port. Baltimore personnel travel to the factory for training in the proper handling of new models before they arrive. Additionally, a factory liaison is onsite in Baltimore at all times.

"We maintain an extremely high level of communication with the factory," said Boudalis.

When a vehicle comes off the ship, it undergoes a full 45-minute quality inspection. The VPC team first checks the functionality of all of its operations by computer. Once this "brain scan" is complete, the vehicle's body is inspected from top to bottom and lifted so that the undercarriage can be checked. Then the vehicle moves on for typical processing and preparation for delivery to the dealer.

At this point in the process, the Baltimore VPC becomes a hub of logistics management. Dealers place orders for vehicles through the Mercedes-Benz USA office in Montvale, New Jersey, and the VPC sends reports throughout the day to the dedicated trucking lines so that they can pick up on a 24/7 schedule.

"I cannot imagine how these guys do not regret giving me their cell numbers!" said Charlie Harmel, sales manager at EuroMotorcars in Bethesda, Maryland, one of the busiest Mercedes-Benz dealers in the country. "The VPC staff is so responsive that the delivery of vehicles is seamless, and for me, as a sales guy, that is a huge benefit."

In addition to receiving and processing all of the Mercedes-Benz models, the VPC also handles "smart" cars — tiny two-seaters that are a Mercedes subsidiary. Tim Amos, supervisor at the VPC, noted, "All of the smarts coming into the U.S. right now have been preordered," so each of the cars is already sold.





The GLK, a compact sport utility vehicle, is one among many automobiles handled with care at the Mercedes-Benz Vehicle Processing Center.



www.mbusa.com



The Baltimore facility processes Sprinter chassis that are manufactured in Europe, shipped to the United States and then "upfitted" into all sorts of trucks. High-performance AMG cars and the luxurious Maybach, another Mercedes-Benz subsidiary, also come through the VPC on their way to customers like the singer Madonna.

Mercedes-Benz and the Port of Baltimore have a long relationship — the first luxury cars began arriving in 1965. In 2004, the partners inked a long-term agreement that spans 20 years and includes 104 acres of space.

"Mercedes-Benz has been a wonderful customer for the Port of Baltimore since the early 1960s as one of the first European vehicle importers in the U.S.," said Mel Bafford, the MPA's General Manager for Automobiles. "Since those early days, we've had an ongoing working relationship which has only gotten stronger with time. We have a 20-year agreement with Mercedes and handle approximately 45% of Mercedes products entering the country. We are very proud that Mercedes has chosen our port and its people to partner with for the long term."

According to Boudalis, "We have a wonderful relationship with the Port of Baltimore. The folks at the MPA are knowledgeable about our industry and work with us wherever they can."

But he still won't give them the keys to the new SL 65 ... 🌐

THE STORY BEHIND THE NAME

Mercedes-Benz is a company synonymous with invention and innovation. When it was founded in the late 19th century as Daimler-Motoren-Gesellschaft (DMG), the Stuttgart, Germany-based company developed the first passenger car and devised most of the early safety and technical breakthroughs. But how did the original model of the first automobile come to be named "Mercedes," a Spanish girl's name?

For the answer, we need to look to the first Mercedes dealer, Emil Jellinek. The dapper Viennese businessman was an early enthusiast of the motorcar and the new sport of auto racing. Jellinek worked with DMG in early 1900 to come up with a passenger car with a speedy eight horsepower engine. The new engine bore the name Daimler-Mercedes, after Jellinek's 10-year-old daughter. The name was also his race car-driving pseudonym.

In April 1900, Jellinek ordered 38 of the new Mercedes automobiles, which caught on rapidly — he quickly ordered another 38. He then went on to legally change his name to Emil Jellinek-Mercedes, quipping that "it is probably the first time a father has taken his daughter's name."

Meanwhile, Carl Benz was building his competing model, the Parsifal. DMG and Benz & Co. squared off against each other throughout the first years of the 20th century, and both factories were converted to war-effort manufacturing during World War I. After the war, with the German economy in tatters, Benz & Co. began looking for a partner. Auto sales were stale in Europe — while 15 million cars were registered in the world in 1923, 80% of them were in the United States.

In 1926, the two German automakers merged and created Daimler-Benz — the next models began sporting the Mercedes-Benz name. And the rest, as they say, is history ...



Mercedes Jellinek, left, was the daughter of motorcar enthusiast Emil Jellinek, center. Carl Benz, right, is credited with inventing the gas-powered automobile.

harvesting opportunity

Though it's been just 10 years since New Holland N.V. and Case Corporation merged to form the worldwide entity known as CNH, agricultural equipment bearing the Case and New Holland names has been hard at work since the mid-1800s. And at the Port of Baltimore, where the company's presence goes back more than three decades, you'll still find the familiar Case and New Holland logos on a wide variety of agricultural and construction equipment.

But behind the scenes, several adjustments have taken place just since the 1999 merger to keep the company moving full steam ahead in the 21st century.

"The most significant change that has occurred over the last two years is the elimination of a third-party logistics provider," said Nicolai Orno, Finished Goods Distribution Manager, CNH Supply Chain and Logistics. "CNH now handles its own load planning and shipping functions for all U.S. domestic and export

**With a Storied History,
CNH Keeps Growing Strong**

BY BLAISE WILLIG
Photography Courtesy of CNH





“CNH is very important to the Port of Baltimore, as they have manufacturing facilities throughout the world and use Baltimore to both import and export large volumes of machinery. The volumes that CNH move through Baltimore help provide steady employment to those that work in the Port.”

— MPA's Dominic Scurti

shipments. ... This is made possible by the addition of CNH load planners and the acquisition of our own, Oracle-based, load-planning system called OTM.”

Operating on a 10-acre Dundalk Marine Terminal lot leased through the Maryland Port Administration (MPA), CNH has aligned itself with Pasha Automotive Services as its lead port provider. “This means that Pasha provides space, manages the inventory, handles quality and handles shipping and receiving functions,” Orno explained. “The size of the workforce is controlled by Pasha and ebbs and flows with our daily, weekly and monthly needs.”

The needs have been great for CNH — the company moved about 20,000 units through the Port in 2008 and expects continued success in 2009.

“CNH has seen strong growth with both domestic and export in the past few years,” said Orno, “and given that CNH has a truly global manufacturing footprint, we expect our relationship with the Port of Baltimore will continue to be strong.”

Dominic Scurti, MPA Roll-on/Roll-off Trade Development Representative, is equally optimistic that the Port will be given even more opportunities to help CNH build on an impressive legacy that stretches back more than a century.

“CNH is very important to the Port of Baltimore, as they have manufacturing facilities throughout the world and use Baltimore to both import and export large volumes of machinery,” Scurti said.

“The volumes that CNH move through Baltimore help provide steady employment to those that work in the Port.”

The moving stock of sold units coming through Baltimore is shipped quickly to the CNH dealer network, heading out of town in an average of one to three days of receipt, depending on destination, carrier capacity and availability of other units for building cost-effective loads. In addition, CNH's Port stock levels have grown over the years to the point that about 600 “bank” units are on hand in Baltimore during any given month. These retail units flow constantly to the company's commercial markets, allowing for a speedy response to the dealers' changing needs.

The Port operation is also set up to allow for equipment to undergo late-stage *(continued on page 26)*



www.cnh.com



CNH:
A World View

CNH is one of the world's leading manufacturers of agricultural tractors, combine harvesters, hay and forage equipment, and grape harvesters, and is a key player in the construction equipment market. A network of about 11,500 dealers and distributors serves retail customers in approximately 160 countries.



KATHY BERGEN SMITH



COURTESY OF CNH

50 Years

of agricultural innovation

Both in the U.S. and abroad, the 50-year period from 1869 to 1919 marked major breakthroughs for several familiar brands integrated into CNH.

1869 – Jerome I. CASE, who started a threshing machine business in 1842, expands into the steam engine market and within two decades becomes the world's largest manufacturer of steam engines.

1875 – The BRAUD brand of stationary threshers begins gaining popularity throughout western France. Exactly one century later, the first Braud grape harvester is introduced.

1895 – Abe Zimmerman's NEW HOLLAND Machine Company opens as a one-man repair shop, but soon introduces the industry's first portable feed mill (1899), freeze-proof cylinder tank engine (1901) and stone crusher (1910).

1902 – Cyrus H. McCormick, son of a harvesting machine innovator, leads the effort to bring together the largest harvester manufacturers of the day, ultimately forming INTERNATIONAL HARVESTER.

1906 – Leon CLAEYS of Belgium starts his own company, which produces a threshing machine powered by a horse in a treadmill.

1915 – The STEYR Company, formed by Austrian Josef Werndl as a diversified industrial manufacturer, enters the tractor business.

1917 – After mastering the assembly-line automobile earlier in the century, Henry FORD begins mass production of Fordson tractors.

1919 – FIAT produces Italy's first agricultural tractor.

CNH: Machines Moving Through Baltimore

EXPORT

(Primarily to Europe, CIS, Africa/Middle East, Australia/New Zealand, and some South American destinations.)

Case and New Holland Ag tractors — from Racine, Wis., and Fargo, N.D.

Case and New Holland Construction wheel loaders — from Fargo, N.D.

Case and New Holland Ag combines — from Grand Island, Neb.

Case and New Holland Ag balers — from New Holland, Pa.*

Case Cotton Harvesters and Crop Row Sprayers — from Benson, Minn.**

* — for export to Europe and Australia/New Zealand

** — for export to CIS, Africa/Middle East and Australia/New Zealand

IMPORT

(For domestic distribution — primarily U.S. northeast, U.S. upper Midwest and Canada.)

Case and New Holland Ag Tractors from England, Turkey and Italy.

Case, New Holland and Kobelco Construction excavators from Japan.

Case and New Holland Construction compact wheel loaders from Italy.

Case Construction compaction units from the Czech Republic.

New Holland backhoes from Italy.

New Holland Ag combines from Belgium.

Case and New Holland Ag balers from Belgium.

(continued from page 24) customization, such as tire exchanges or the adding of attachments, if necessary.

"A lot about Baltimore is favorable to our business — from the excellent inland location to the experienced and knowledgeable longshore men and women," notes Orno. "Also, the enhanced infrastructure (new gate area, improved traffic patterns, rail enhancements) and bolstered security make us feel like the Port is dedicated to growth and technology. As a customer, this is important in today's marketplace."

Moving equipment through Baltimore has given Orno many vivid memories, such as importing excavators so large that three over-the-road trucks were required to deliver each machine to a dealer, or working on a shipment so late on New Year's Eve that he was able to stand at Berth 1 on the Dundalk terminal and watch an electrifying fireworks display over Baltimore's Inner Harbor entertainment area.



KATHY BERGREN SMITH



KATHY BERGREN SMITH

Through it all, said Orno, "The MPA, as well as our many Port partners, always stays customer-focused and motivated. No matter how out-of-the-norm our requests are, the end results always exceed our expectations."

Scurti said CNH is likewise responsive to the Port's needs. "We greatly appreciate CNH's support of our annual RO/RO Rodeo and other training for the longshore workers," Scurti said. "Without the cooperation of customers such as CNH, our RO/RO training would not be the success that it is."

If the past is any indicator, success is something the Port will continue to see through its partnerships with CNH for years to come. "There has always been a sense that the Port was an ally to CNH — a sense that the Port wants us to succeed and will do whatever is needed to help us succeed," Orno said. "We look forward to further fostering this relationship." 🌐



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WOMAN of the YEAR

It's Safe to Say, McMahon Knows How to Get the Job Done

BY TYISHA MANIGO
Photography Kathy Bergren Smith

The business world looked a little different back in 1981 when Barbara McMahon launched her career. Armed with a degree in safety studies, the West Virginia native landed a job working for an Ohio-based steel company, Armco Inc.

"When I started (at Armco), I was the first woman in that company to have a safety engineering position," she recalled. "Back in the early 1980s, women primarily took jobs in public relations and human resources fields. It wasn't until the later part of the decade that women started to move out of those traditional roles and into more operations and engineering careers."

Now entering her 15th year as the Maryland Port Administration (MPA)

Manager of Safety, Environment & Risk Management, McMahon has been recognized for her continued professional success in what many view as a male-dominated industry. She has been singled out as the keynote speaker and "Woman of the Year" honoree at the MPA's 10th annual Women in Maritime History Event in March.

"I was certainly flattered and honored to receive the Woman of the Year award, in particular because I was nominated by Kathy Broadwater, MPA's Deputy Executive Director," said McMahon "I certainly view Kathy as a tremendous role model for all women and deeply respect Kathy for her achievements."

McMahon added that the award also validated (*continued on page 30*)





Origins of the WOMEN IN MARITIME HISTORY Event

A decade ago, Maryland Port Administration Executive Director James J. White met with his staff and asked a simple question: What did the MPA do to celebrate national Women's History Month in March?

The answer evolved into the annual Women in Maritime History Event, which celebrated its 10th anniversary this year. The event recognizes women in the maritime industry who have made tremendous strides in their fields.

Linda McCarty, a former MPA communications coordinator, helped co-chair the Women in Maritime History Committee from 1999-2004 during her years at the MPA. She said she and her constituents jumped at the chance to participate.

"I thought it was a great opportunity to recognize women in the community. I kind of saw it as, 'Hey, we can do this,' " McCarty recalled. "Everybody we contacted was really excited about participating."

In its first year, the committee quickly settled on having an event that would feature a keynote address and panel discussion to talk about the gains made by women in the maritime industry, as well as some of the challenges.

The goal has always been to recognize women who have made a real contribution on the job. Panelists have included women working in freight forwarding, trucking, government and even the first female Chesapeake Bay pilot, Capt. Allison Ross.

MPA officials attribute the event's success to the commitment of its committee members, both men and women. Mary Jane Norris said the idea of a Port Woman of the Year is as important now as it was a decade ago.

"I still know that transportation is a male-dominated industry," she said. "It's such a wonderful opportunity to bring women together and celebrate the work women do and continue to do."

McCarty agreed. "I still go to maritime gatherings and there's a lot of women in attendance, but it's still dominated by men," she said. "And there's still a need to recognize people's achievements. It's important for women, particularly young women who are just out of school and perhaps unsure which direction they're going to take, to come to something like this and see a lot of opportunities out there in this field. It's a great industry."

10th Anniversary Women in Maritime History Event:

Looking Back, REACHING FORWARD

March 13, 2009

Sparrows Point Country Club



Honored Panelists

(listed with the year they were recognized as "Port Woman of the Year")



Helen Delich Bentley (2000)
Helen Bentley & Associates



Mary Tritch (2001)
Wallenius Wilhelmsen



M. Kathleen Broadwater (2002)
Maryland Port Administration



JoAnne Zawitoski (2003)
Semmes, Bowen & Semmes



Diane Sauer (2004)
Evergreen America Line



Suzan Eckert (2005)
NSCSA (America) Inc.



Chris Correale (2006)
Maryland Environmental
Services



The Rev. Mary Davisson (2007)
Baltimore International
Seafarers Center



Anne Ferro (2008)
Maryland Motor Truck
Association

(continued from page 28) her work and her personal commitment to safety and environmental health. "This type of recognition goes a long way in reinforcing one's value to the organization," she said.

McMahon's duties at the MPA involve a "multitude of responsibilities." She manages the health and safety program for MPA, implementing policies and programs designed to ensure a safe work environment. Her position has also grown over the years to include emergency response planning and environmental compliance. Under McMahon's direction, her department implemented an environment management system (EMS) that helps the MPA analyze, control and improve the environmental consequences of its activities.

"It's been a dynamic position, always changing, never staying the same," McMahon said. "I'm very hands-on, whether it be a safety matter involving an accident or an environmental issue such as a spill. Not a day goes by that I am not interacting with the tenants, customers or Port users. This interacting to solve issues, lend assistance or brainstorming new ideas is the best part of the job."

Broadwater explained that McMahon is deserving of the award for several reasons. "Among the most important is that Barbara has been key to the success of the 'Virtual' Environment Department of the MPA, which is leading the agency toward truly being a green port," Broadwater said. "Also, Barbara's teamwork and leadership are so extraordinary that she never looks for credit or accolades for herself, but rather she is always

focused on moving the agency forward and in doing the right thing. To me, there is no better representative this year for Woman of the Year than Barbara."

McMahon has been in her current position since arriving at the Port of Baltimore in 1994. Prior to that, her job with Armco (now known as AK Steel) took her first to Ohio and then, in 1982, to the company's Baltimore-based steel plant, Baltimore Works. McMahon stayed on to work for Eastern Stainless, a company purchased by Armco, before leaving to join the MPA.

She said her success at the Port is due in part to the "tremendous support" she gets from upper management, which provides her department with the

"Barbara has been key to the success of the 'Virtual' Environment Department of the MPA, which is leading the agency toward truly being a green port."

commitment and resources needed to get the job done. She is particularly proud of the work her team has done implementing the environment management system.

Mary Jane Norris, MPA's Manager of Port Operation Services, said the Women in Maritime History Committee was particularly impressed by McMahon's ability to tackle new duties that have come her way.

"Barbara has taken on a tremendous amount of added responsibility," Norris said. "Her role as safety manager has been expanded to include environmental programs and environmental management factors. When Barbara's name was mentioned, we all got very excited. Everyone said she was the perfect person." 🌐

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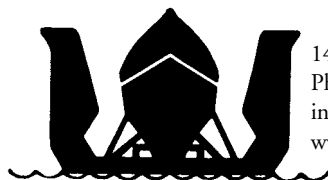
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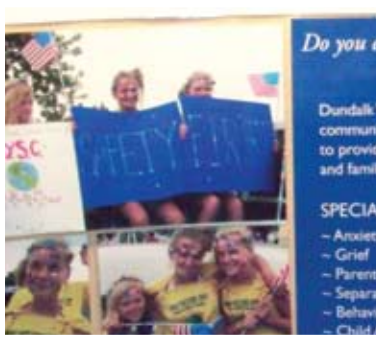
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CHARITABLE EFFORTS REACH INTO BALTIMORE & BEYOND

People who work at the Port of Baltimore often praise the close-knit "Port Family." Being part of that family goes beyond attending the occasional crab feast or Christmas party; it often involves pulling together and reaching out to provide care to others.

"I believe it is the duty of every individual to help less-fortunate people to grow and develop," said Capt. Lorenzo Di Casagrande, Vice President of Mediterranean Shipping Company (USA) Inc., Baltimore. "That example should be passed on to the younger generations."

Di Casagrande's involvement with charities started when he was a ship's officer "watching the suffering and misery worldwide." He recalled donating condensed and evaporated milk from his ships when he was in India, Indonesia and other countries. "It was the 1960s, when very hungry people, some of them just children, boarded the ships in search of a little food," Di Casagrande said. "Today we see people even in rich countries who need help and we must do our best to assist."

Some of Di Casagrande's efforts have gone into Hands Across America and the Italy-America Chamber of Commerce of Washington DC & Baltimore, MD, Inc., which recently sponsored an event to raise funds for the Maritime Industries Academy, an inner-city public high school.

Di Casagrande also partners often with Mark Montgomery, Senior Vice President of East Coast Operations for Ports America, Inc., and Michael Angelos, president of the Steamship Trade Association of Baltimore, Inc. (STA). The three together have raised approximately \$200,000 for various charities.

Montgomery recalled his early involvement with charitable efforts. "After a heart attack 11 years ago, I began raising money for (prevention of) heart disease," he said, noting that annual fund-raising efforts have grown to the point that more than \$50,000 was raised this past year.

In 2006, Montgomery and Angelos founded the Steamship Trade Association of Baltimore Charitable Legacy, Inc., after a young female Ports America staff member was stricken with a rare form of cancer. The Port community responded to start a college

fund for the woman's two surviving daughters after her death.

The Charitable Legacy group eventually joined forces with Di Casagrande through the Italy-America Chamber "to add causes of youth groups, the Baltimore City maritime academy and other well-needed groups," Montgomery said. One culmination of their efforts was sponsorship of a food and toy drive for struggling

families in communities surrounding the Port. "It has been a pleasure to see our efforts with MSC and the STA legacy trust fund grow and gain maritime community support," Montgomery said.


The generosity and commitment of the Ports America staff in Baltimore has helped advance the work of several agencies combating social issues affecting the community as a whole, including domestic violence and poverty.

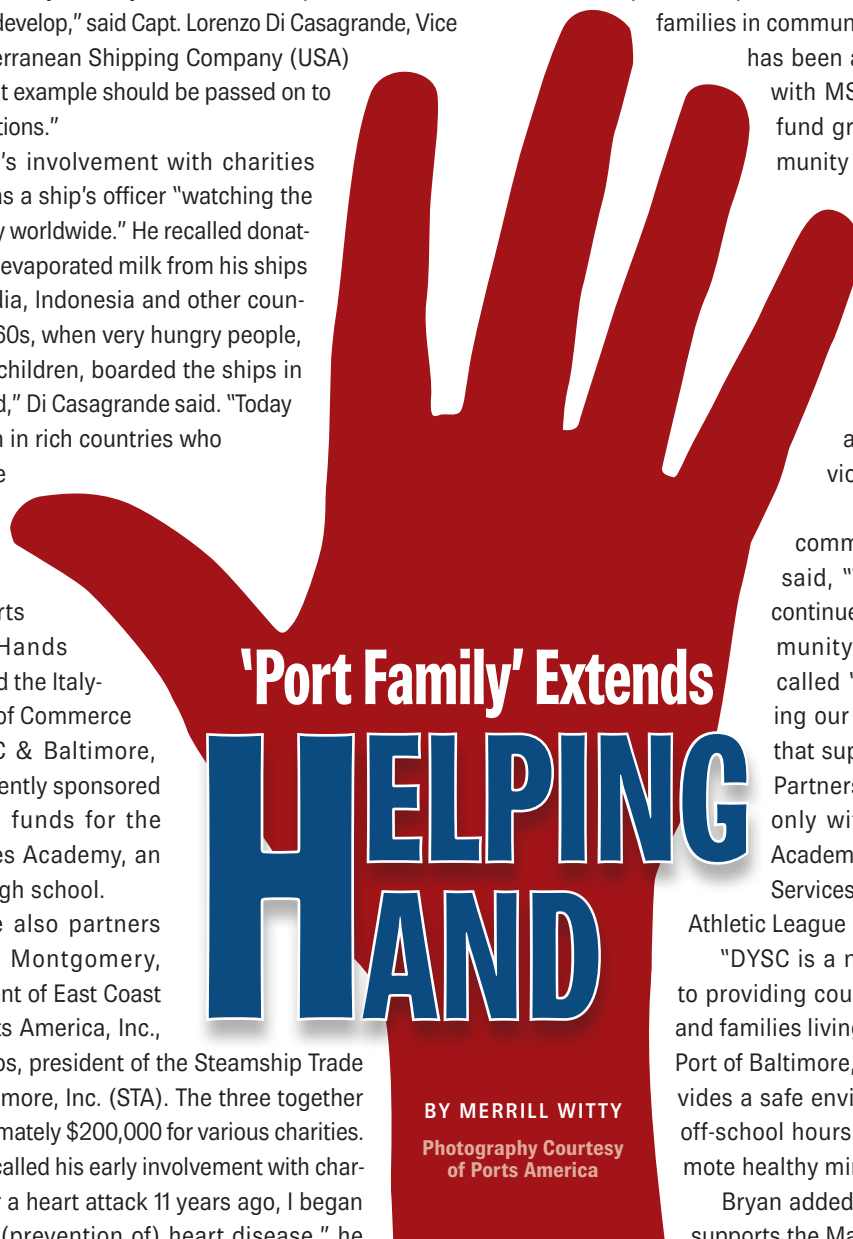
Linda Bryan, Ports America's community outreach coordinator, said, "The Baltimore location will continue its commitment to the community through a new campaign called 'Community Counts,' focusing our efforts on helping agencies that support children and families." Partnerships have been formed not only with the Maritime Industries Academy, but also the Dundalk Youth Services Center (DYSC) and the Police Athletic League (PAL).

"DYSC is a non-profit agency dedicated to providing counseling services to children and families living in communities around the Port of Baltimore," Bryan explained. "PAL provides a safe environment for children during off-school hours, offering activities that promote healthy minds and bodies."

Bryan added that one way Ports America supports the Maritime Industries Academy is by sponsoring an intern, Kenjah Henry, through

the Urban Alliance Foundation, Inc., a mentoring program being piloted in the school in the 2008-2009 academic year.

Meanwhile, the Charitable Legacy's efforts continue to grow. "We look forward to another successful year," Montgomery said. 



BY MERRILL WITTY

Photography Courtesy
of Ports America



Geoff Turner, left, and Steve Covey.

CHOPTANK TRANSPORT

Employee Empowerment Fuels Achievement

The key to success at 3PL, Choptank Transport, isn't too difficult to explain. "We've created an atmosphere that attracts and inspires people," said Choptank Vice President Steve Covey. "The bottom line, however, is delegation. By viewing every employee as a manager, it empowers them."

Choptank President Geoff Turner added, "Employee empowerment has allowed us to completely revolutionize employee-customer interactions. Customers enjoy working with Choptank because they know each individual is committed to their satisfaction."

This straightforward business approach recently caught the attention of the Maryland Chamber of Commerce, which selected the full-service freight management company as its 2008 "Small Business of the Year" for businesses with six to 50 employees.

"By focusing on outstanding customer service and technological innovation, Choptank has achieved impressive growth in recent years," said Maryland Chamber President and CEO Kathleen T. Snyder. "The judges were equally impressed by Choptank's strong commitment to employee

BY MERRILL WITTY | Photography By Kathy Bergren Smith

development and community service."

Managers who don't put enough faith in their employees could learn a lesson from this company. "We've had 30 percent annual growth for the past five years," said Covey, "and we plan to grow another 30 percent this year."

While the core of the company began with just a few employees more than 25 years ago, new ownership in 1998 propelled Choptank into forward motion.

"Employee empowerment has allowed us to completely revolutionize employee-customer interactions. Customers enjoy working with Choptank because they know each individual is committed to their satisfaction."

A focus on marketing and advertising kick-started the growth, followed by an increased community perspective. Ultimately, what began as a company that specialized in just refrigerated and van transportation expanded into an asset-based, full-service operation.

Aiding the company's ongoing success is a team of in-house marketing and sales reps with specific areas of expertise, such as the flatbed department. "We've hired people experienced in these specialty niches," Covey explained. "It's not as easy as picking up a truckload — It's specialty goods, oversized equipment and steel."

Beyond Choptank's doors, Covey has also noticed improved cooperation within the transportation industry. "Since we're all in the same boat, we're all putting forth our best effort," he said. "We've just experienced the most dynamic year in the history of transportation."

Covey noted that not only did fuel prices reach unprecedented peaks and valleys, complying with homeland security regulations made the work "a lot more challenging as well."



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From its corporate office in Preston (on the Eastern Shore of Maryland), Choptank has a team of logistical specialists working to satisfy the full-service freight management needs of its customers.

"We're entering a new era in which changes are constantly occurring," he added. "We have to keep evolving to stay one step ahead."

For Choptank, this means networking and reinvestment. To fuel growth, the company has invested in staff, the company and the community. "We make sure we can always offer our customers the latest technology, the best service and the strongest relationships," Covey said.

Choptank has benefited from opportunities gained by joining organizations like the Maryland Motor Truck Association and the Transportation Intermediaries Association (TIA). "To date, we've had 16 employees who have now become Certified Transportation Brokers through the TIA, the highest industry certification one can earn," Covey said. "It's assets such as this that set us apart."

Headquartered in the town of Preston in Maryland's water-laced Eastern Shore region, the company even seems to draw strength from its name, which it shares with a nearby river that is a major tributary of the Chesapeake Bay.

As Covey explained, "Choptank is a Native American word meaning 'the river flows strongly.' " Just like Choptank Transport. 🌐

As a third-party intermediary — or "transportation broker" — Choptank Transport counts on important contacts throughout an industry that drives Maryland's economy, delivering the goods and creating good jobs.

According to the Maryland Motor Truck Association (www.mmtanet.com):

- Trucking accounts for about 148,000 jobs in Maryland — one out of every 17 workers.
- Trucks move 94 percent of the manufactured freight going in and out of Maryland each year.
- More than 92 percent of all Maryland communities depend exclusively on trucks for freight service, making this one of the most truck-dependent states in the country.
- On any given day, 1,000 trucks could move through each of the Dundalk and Seagirt Marine terminals at the Port of Baltimore.*

**Recent Maryland Port Administration estimate*



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On board the Guardian Leader are, from left, NYK Line's Scott Senko, Capt. Angel Angelov, the MPA's Mel Bafford, David Kelly of Ceres Marine Terminals and Matthew Lyneis of Inchcape Shipping Services.

Guardian Leader Makes Call

Guardian Leader, a vehicle carrier in the NYK Line fleet, recently called on the Port of Baltimore's Dundalk Marine Terminal for the first time and was feted during a ceremony by Maryland Port Administration officials.

Built by Gdynia Stocznia, SA, in Poland, Guardian Leader measures 199.9 meters long and 32.26 meters wide. She flies the flag of Greece.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland

First Visit for Oberon

Oberon, a large car/truck carrier flying the flag of Sweden and sailing for Wallenius Wilhelmsen Logistics, called for the first time on the Port of Baltimore's Dundalk and Fairfield terminals. She unloaded and loaded RO/RO cargo before heading out to Zeebrugge, Belgium.

Built by Daewoo Shipbuilding & Marine Engineering Co., Oberon is 231.6 meters long and 32.26 meters wide, with a cruise speed of 21 knots. Her capacity is 8,004 cars.

Agent: Wallenius Wilhelmsen Logistics

Stevedore: MTC

Towing: McAllister Towing of Baltimore, Inc.



BILL MCALLEN

WWL Oberon Capt. Bjorn Larde takes the wheel while surrounded by, from left, Chief Engineer Stefan Harburgson, Cynthia Burman of the MPA and WWL's Mike Derby.



BILL MCALLEN

Celebrating the arrival of MOL's Tokyo Car at the Port of Baltimore are, from left, Second Officer Tsvetkov Nayden, Capt. Nikolov Nikolay, the MPA's Cynthia Burman and Jack Leishear of Norton Lilly International.

Tokyo Car Comes to Port

M/V Tokyo Car, a pure car/truck carrier in the Mitsui O.S.K Lines (MOL) fleet, recently unloaded new cars at the Port of Baltimore's Dundalk Marine Terminal. Flying the flag of the U.K., the vessel has a cargo capacity of 4,902 standard cars and measures 182.8 meters long by 31.5 meters wide.

Agent: Norton Lilly International

Stevedore: Ports America Group

Towing: Moran Towing of Maryland



BILL MCALLEN

Hailing the arrival of Eukor's Morning Cecilie are, from left, Matthew Lyneis of Inchcape Shipping Services, Capt. Hi Man Park and the MPA's Tom Howe.

New Dawn for Morning Cecilie

Morning Cecilie, a member of the Eukor Car Carriers fleet, recently discharged vehicles for the first time at the Port of Baltimore's Chesapeake Terminal. Flying the flag of Panama, the vessel arrived with a cargo of nearly 1,000 Hyundai and KIA automobiles. Morning Cecilie is 199.94 meters long and 32.26 meters wide.

Agent: Inchcape Shipping Services

Stevedore: Ports America Group

Towing: Moran Towing of Maryland



BILL MCALLEN

Capt. Ranjit Thomas Chacko of the Apollon Leader holds the wheel while joined by NYK Line's Scott Senko, left, and Mel Bafford of the MPA.

Apollon Leader Carries Automobiles

NYK Line's Apollon Leader recently made her first appearance at the Port of Baltimore's Dundalk Marine Terminal, en route to Middle Eastern ports. The pure car/truck carrier carried new Toyota and Mitsubishi automobiles, as well as previously owned vehicles. Apollon Leader is 199.99 meters long and 32.26 meters wide, and has a cargo capacity of 6,200 car units.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland

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Marking the first call of the Gentle Leader are, from left, Matthew Lyneis of Inchcape Shipping Services, Capt. Aleksandar Nihaylov, Cynthia Burman of the MPA, NYK Line's Scott Senko and Bill Wade of Ceres Marine Terminals.

Gentle Leader Visits Dundalk

NYK Line's *Gentle Leader*, a pure car/truck carrier flying the flag of the Bahamas, recently arrived for the first time at the Port of Baltimore's Dundalk Marine Terminal. The 199.98-meter-long and 32.26-meter-wide vessel, with a cargo capacity of 6,400 car units, unloaded Mitsubishi and Subaru automobiles before loading new Toyota, Mitsubishi, Ford and Chrysler automobiles together with previously owned vehicles (POVs), en route to Middle Eastern ports.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland

Talia Makes First Stop at Dundalk

Talia, a large car/truck carrier sailing under the flag of the Bahamas, recently arrived at the Dundalk Marine Terminal. *Talia* is part of the Wallenius Wilhelmsen Logistics fleet and measures 199.95 meters long by 32.51 meters wide. The car capacity is 6,219 units.

Agent: Wallenius Wilhelmsen Logistics

Stevedore: MTC

Towing: McAllister Towing of Baltimore, Inc.

Taking the wheel to note the arrival of the WWL *Talia* is Capt. Daskalov Sevdalin, joined by WWL's Elisa Fusco, left, and Cynthia Burman of the MPA.



BILL MCALLEN



BILL MCALLEN

The Neptune Leader's first visit is celebrated by, from left, Donald Maney of Inchcape Shipping Services, NYK Line's Scott Senko, Capt. Candelario G. Lu, the MPA's Tom Howe and Ceres Marine Terminals' Tony Buccini.

Port Welcomes Neptune Leader

Neptune Leader, a vehicle carrier flying the flag of Singapore and sailing for NYK Line, recently made her first appearance at the Port of Baltimore's Dundalk Marine Terminal. Able to carry 4,318 car units, the vessel is 183 meters long and 20.94 meters wide.

Agent: Inchcape Shipping Services

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland

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KATHY BERGREN SMITH

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This photo shows a typical port scene ... a forklift operator loading pallets into a truck. But look again: This 1957 image captures the essence of modern transportation, and indeed, modern American culture.

The truck is being loaded at the McLean Trucking Company Baltimore location near what is now the Canton Center. Malcolm McLean, of Winston-Salem, North Carolina, founded the company with his siblings in 1934 with one truck. McLean Trucking went on to become the nation's second largest trucking company, with 32 terminals and 1,770 trucks. That was only the beginning. Malcolm McLean set his sights on marine transportation and, with his development of the standardized shipping container in the early 1960s, changed the way goods move forever. *The Baltimore Sun* editorialized after his death

in 2001 that "McLean ranks next to Robert Fulton as the greatest revolutionary in the history of maritime trade."

On the pallet are bags of Krispy Kreme doughnut mix. This is another Winston-Salem innovation. In 1937, Vernon Rudolph bought a doughnut recipe from a French chef in New Orleans and created a sensation in North Carolina with the first glazed doughnut. The popularity of that recipe led to the growth of family-owned Krispy Kreme franchises in many states. By the time this photo was taken, Krispy Kreme was operating a mixing plant and shipping the raw material for its doughnuts to stores up and down the East Coast, rather than relying upon local bakers to interpret the recipe. Krispy Kreme engineers also created the first doughnut-making equipment in the 1950s, further standardizing the product.

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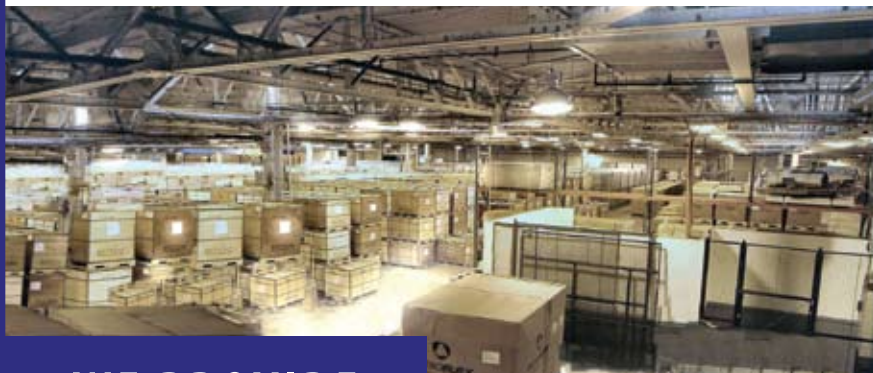


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